

Our client is one of the two leading companies in its field in Europe. For over 80 years, this renowned manufacturer has been developing and producing electrothermal and thermostatic fittings and components for the heating and plumbing sector as well as for the automotive industry. With locations situated all over the world, the company employs 390 people and currently achieves a turnover of around 75 M€. Absolute market leader position in the plumbing sector, the company has a leading market share in the heating sector. The registered head offices and R&D are situated in the Paris area, the very modern factory is based in Western France.

Opportunities on the world market are constantly growing. In order to fully exploit the new growth potential in Eastern Europe and Russia and to stabilize and strengthen the already existing market position in nearby countries, we are looking for an

### **Area Sales Manager - Eastern Europe, Russia, Turkey, Israel (m/f)**

#### **Your responsibilities:**

You will be responsible of acquiring new clients and building-up the sales organisation in Eastern Europe and Russia as well as supporting the current client base within the specified zone. In particular, you will support manufacturers (OEMs) of heating system installations and in the plumbing sector suggesting complete solutions. You will be able to run the strategic sales development efficiently, identify needs and medium-term projects, carry out technical client support and present new products. Thereby, you will be the key element between your clients and the factories in France. You will be reporting directly to the General Sales Manager.

#### **Your qualifications:**

- You are a motivated, mobile and independent sales professional;
- You are exceptionally confident when it comes to negotiations and presentations, you already have acquired experience in international technical sales and customer service as well as a very good technical understanding (mechanics and electronics but also thermodynamics, fluids, hydraulics, pressure regulation, temperature);
- Preferably, you are currently working in the specified industrial sector and/or the heating, plumbing, ventilation, air conditioning and/or the automotive industry;
- In addition you have got a thorough commercial or technical training or equivalent studies;
- You are solution-oriented and have the ability to assess client enquiries in terms of technical and commercial feasibility;
- Your work approach is characterised by professional creativity, independent business acumen, drive and strong commitment;
- You speak very good English and at least suitable Russian; if possible you have at least a basic knowledge of another east-European language, French would be an advantage, but is not mandatory;

This job can easily be carried out on Home Office basis; therefore the candidate's place of residence could be anywhere in Germany or Eastern-Europe.

If you are interested in this exciting and varied position with great responsibility and good advancement potential, please contact us preferably by mail in our Paris office. Reference number **SF TM Thermo**.

### **IMS International Management Services**

Monsieur Jan-Philip Caulier

#### **Paris**

18, rue de la Barre  
F-95880 Enghien-les-Bains  
France (+33) 01 34 17 30 85

jpc@ims-mgt.com  
www.ims-mgt.com  
Mobile (+33) 06 13 07 06 24

#### **Freiburg**

Im Grossacker 8  
D-79252 Stegen  
Deutschland (+49) 07661 6298769

---

#### **DISCLAIMER**

This profile has been prepared on the basis of information collected from the company herein described. IMS declines all responsibility and make no commitment as to the exactitude and exhaustive nature of the information. Anyone who receives this document recognizes that IMS and the company herein described cannot be held responsible for any inaccuracy or omission, which might be revealed.  
IMS est une SARL au capital de 8.000€, n° de Siret 439 739 947 18, RCS Pontoise B 439 739 947